

Message Text

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TO USDOC WASHDC PRIORITY
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SECSTATE WASHDC 8818

UNCLAS CAIRO 15647

E.O. 11652: N/A
TAGS: BEXP EG
SUBJ: CAIRO FAIR: SOLICITATION CAMPAIGN

USDOC ASSISTANCE REQUESTED IN PURSUING CONTACTS WITH FOLLOWING
FIRMS RE EXHIBITING AT 1977 CAIRO INTERNATIONAL FAIR.

1. THE PILLSBURY COMPANY, EXPORT DIVISION
MINNEAPOLIS, MINNESOTA

CONTACT: MR. GERALD O'CONNOR
TEL: (612) 330-4088

PILLSBURY V.P. JOHN C. LENKER, VISITING CAIRO ON OTHER BUSINESS,
EXPRESSED STRONG INTEREST IN FAIR AND SUGGESTED O'CONNOR BE CON-
TACTED IN MINNEAPOLIS. PILLSBURY HAS PARTICIAPTED IN OTHER
FAIRS IN MIDDLE EAST.

2. GENERAL TELEPHONE AND ELECTRONICS
INTERNATIONAL, INC.

STAMFORD, CONNECTICUT
CONTACT: MR. EDWARD REARDON
DIRECTOR PUBLIC RELATIONS
TEL: (203) 357-2855

COMPANY PARTICIPATED IN 1975 FAIR AND MAY BE INTERESTED AGAIN
THIS YEAR. FIRM IS CURRENTLY INVOLVED IN SEEKING CONTACTS IN
THIS AREA.

3. GEORGE E. MEYER CO.,
MILWAUKEE, WISCONSIN (BOTTLING AND
PACKAGING MACHINERY)

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CONTACT: MR. RAYMOND B. NOWAK,

CUSTOMER SERVICE REPRESENTATIVE

TEL: (414) 481-5111

FIRM PARTICIPATED IN 1975 FAIR AND MAY AGAIN BE INTERESTED.

REGIONAL OFFICE UNDER NAME MEYER DUMORE INTERNATIONAL, LTD.

WAS FORMERLY IN BEIRUT.

4. IRRIGATION AND INDUSTRIAL DEVELOPMENT CORP.,

260 MADISON AVENUE, NEW YORK, NEW YORK

CONTACT: MR. RONALD GILBERT

TEL: (212) 679-4428

FIRM'S LOCAL MANAGER, MR. WASSEF HAMMAD, IS AWAY, BUT OFFICE

ASSISTANT HAS TELEXED MR. GILBERT ABOUT 1977 FAIR PARTICIPATION.

FIRM TOOK PART IN 1975 FAIR.

5. LODI DIVISION OF INTERCOLE AUTOMATION, INC.,

LODI, CALIFORNIA. (TIRE RETREADING EQUIPMENT)

CONTACT: MR. RICHARD M. PAYSON, VICE PRESIDENT

INTERNATIONAL SALES;

TEL: (209) 369-4761

FIRM TOOK PART IN 1975 FAIR AND MAY BE INTERESTED IN 1977

PARTICIPATION. LOCAL AGENT IS LARGE PUBLIC SECTOR COMPANY.

WHICH WILL NEED PRODDING FROM LODI IF FIRM IS TO PARTICIPATE.

5. EXTELCOM INTERNATIONAL INC.

376 LEXINGTON AVENUE

NEW YORK, NEW YORK (COMMUNICATIONS EQUIPMENT)

CONTACT: MRS. KAY EPSTEIN, PRESIDENT

TEL: (212) 689-8054

FIRM'S LOCAL REP., DR. SAID ASHOUR, VERY INTERESTED IN PARTICIPA-

TING AND HAS ALREADY TELEXED MRS. EPSTEIN.

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